

## Front Range Rafting

### Income Statement

#### Seasonal Estimates

Season Information	
Length of Season (days)	120
Avg. Number of Customers (per day)	50
<b>Total Number of Clients</b>	<b>6,000</b>

Revenue	
Fee per Customer	60
<b>Total Revenue</b>	<b>\$ 360,000</b>

Variable Expenses	
Expense per Customer	3
River Usage Tax per Customer	10
<b>Total Variable Expenses</b>	<b>\$ 78,000</b>

Fixed Expenses	
Insurance	10,000
Maintenance	25,000
Salary and Benefits	95,000
Administrative & Advertising	35,000
Est. Taxes	35,000
<b>Total Fixed Expenses</b>	<b>\$ 200,000</b>

Summary	
Total Revenue	360,000
Total Expenses	278,000
<b>Net Income</b>	<b>\$ 82,000</b>

Customers	Revenue	Expenses	Net Income
50	360,000	278,000	82,000
30	216,000	246,800	(30,800)
32	230,400	249,920	(19,520)
34	244,800	253,040	(8,240)
36	259,200	256,160	3,040
38	273,600	259,280	14,320
40	288,000	262,400	25,600
42	302,400	265,520	36,880
44	316,800	268,640	48,160
46	331,200	271,760	59,440
48	345,600	274,880	70,720
50	360,000	278,000	82,000
52	374,400	281,120	93,280
54	388,800	284,240	104,560
56	403,200	287,360	115,840
58	417,600	290,480	127,120
60	432,000	293,600	138,400

Customers	\$40	\$45	\$50	\$55	\$60	\$65
30	(102,800)	(84,800)	(66,800)	(48,800)	(30,800)	(12,800)
32	(96,320)	(77,120)	(57,920)	(38,720)	(19,520)	(320)
34	(89,840)	(69,440)	(49,040)	(28,640)	(8,240)	12,160
36	(83,360)	(61,760)	(40,160)	(18,560)	3,040	24,640
38	(76,880)	(54,080)	(31,280)	(8,480)	14,320	37,120
40	(70,400)	(46,400)	(22,400)	1,600	25,600	49,600
42	(63,920)	(38,720)	(13,520)	11,680	36,880	62,080
44	(57,440)	(31,040)	(4,640)	21,760	48,160	74,560
46	(50,960)	(23,360)	4,240	31,840	59,440	87,040
48	(44,480)	(15,680)	13,120	41,920	70,720	99,520
50	(38,000)	(8,000)	22,000	52,000	82,000	112,000

52	(31,520)	(320)	30,880	62,080	93,280	124,480
54	(25,040)	7,360	39,760	72,160	104,560	136,960
56	(18,560)	15,040	48,640	82,240	115,840	149,440
58	(12,080)	22,720	57,520	92,320	127,120	161,920
60	(5,600)	30,400	66,400	102,400	138,400	174,400

\$70  
5,200  
18,880  
32,560  
46,240  
59,920  
73,600  
87,280  
100,960  
114,640  
128,320  
142,000

155,680

169,360

183,040

196,720

210,400